



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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<b>PUBLIC MEETING MINUTES:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, November 5, 2009 at 9:30 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b>
<b>MINUTES APPROVED</b>	December 3, 2010

**MEMBERS PRESENT**

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding  
Larry Tims, New Castle County, Professional Member, Vice Chairperson  
Linda Brannock, Kent County, Professional Member  
Tim Riale, Sussex County, Professional Member  
Karen Hamilton, Sussex County, Professional Member  
Barbara Mitchell, Sussex County, Public Member

**MEMBERS ABSENT**

Edward T. Hammond, Jr., Kent County, Professional Member  
Roger Truemper, Esquire, New Castle County, Public Member  
Geri Parisi, New Castle County, Professional Member  
Susan Mills, Sussex County, Professional Member  
Frani Melda, Kent County, Professional Member

**DIVISION STAFF**

Shauna Slaughter, Administrative Specialist II

**ALSO PRESENT**

Sandy Fader, KCAR

**CALL TO ORDER**

Mr. McGavisk called the meeting to order at 9:34 a.m.

**REVIEW OF MINUTES**

A motion was made by Ms. Brannock, seconded by Ms. Hamilton, to approve the October 1, 2009 minutes as presented. Motion unanimously carried.

**UNFINISHED BUSINESS**

Continue CE Audit Review

The Committee continued reviewing the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

## **NEW BUSINESS**

### **Review of Letters of Intent and Course Evaluations**

All letters of intent and course evaluations were accepted as submitted except for the letter of intent from Omega Real Estate School for the NAR Ethics course they held on November 4, 2009. The instructor for this course is an approved instructor, but did not request approval to teach NAR Ethics. Ms. Brannock moved, seconded by Mr. Riale, to allow the class participants to receive credit since the instructor does qualify to teach NAR Ethics. Motion unanimously carried.

### **Review of Course Provider Applications**

A motion was made by Mr. Tims, seconded by Ms. Brannock, to recommend to the Real Estate Commission to approve the following items as noted below. Motion unanimously carried.

#### **Course Provider: Sussex County Association of REALTORS**

Course Title: Commercial Real Estate **Approved**  
Credit Hours: 3  
Course Title: Reverse Mortgages/Home Equity Conversion Mortgages **Approved**  
Credit Hours: 3

#### **Course Provider: TriState REALTORS Commercial Alliance Commercial RE School**

Course Title: Argus DCF Training **Approved for 3 hours**  
Credit Hours: 3.5  
Course Title: Distressed Real Estate Law  
Credit Hours: 3.5 **Approved for 3 hours**

#### **Course Provider: The CE Shop, Inc.**

Course Title: Accredited Staging Professional (ASP) **Approved**  
Credit Hours: 6

#### **Course Provider: McKissock, LP**

Course Title: Property Pricing and CMAs **Approved**  
Credit Hours: 3

#### **Course Provider: Center for Continuing Education**

Course Title: Delaware Uniform Common Interest Ownership Act **Approved**  
Credit Hours: 3  
Course Title: Short Sale and Foreclosures **Approved**  
Credit Hours: 3  
Course Title: Statewide Agreement of Sale **Approved**  
Credit Hours: 3  
Course Title: New Agency Law **Approved**  
Credit Hours: 3  
Course Title: Broker's Core Course **Approved**  
Credit Hours: 6  
Course Title: Salesperson's Core Course **Approved**  
Credit Hours: 3

#### **Course Provider: Kent County Association of REALTORS**

Course Title: The Language of Green **Approved**  
Credit Hours: 3  
Course Title: The Green Home **Approved**

Credit Hours: 3  
Course Title: The Home Energy Audit **Approved**  
Credit Hours: 3  
Course Title: Understanding a Reverse Mortgage **Approved**

Credit Hours: 3  
Course Title: Silver Bullet Solution **Approved**  
Credit Hours: 3  
Course Title: Residential Property Management **Approved**  
Credit Hours: 6  
Course Title: Landlord Tenant Code from the Other Side of the Fence **Approved**  
Credit Hours: 3

Course Provider: Omega Real Estate School

Course Title: The CMA VS. Appraisal **Approved**  
Credit Hours: 3  
Course Title: The New Agreement of Sale and Other Real Estate Forms **Approved**  
Credit Hours: 3  
Course Title: Brokers Licensee Core Course **Approved**  
Credit Hours: 6  
Course Title: Sales Licensees Core Course **Approved**  
Credit Hours: 3  
Course Title: Obtaining and Retaining Listings **Approved**  
Credit Hours: 3  
Course Title: Closing Techniques that Open the Door to Success **Approved**  
Credit Hours: 3  
Course Title: Non-Verbal Sales Strategies **Approved**  
Credit Hours: 3

Course Provider: The Frederick Academy of Real Estate

Course Title: Buyer Agency **Approved**  
Credit Hours: 3  
Course Title: Real Estate Hot Buttons and Issues **Approved**  
Credit Hours: 3  
Course Title: Real Estate Investment Fundamentals **Approved**  
Credit Hours: 3

Course Provider: Millman School of Real Estate LLC

Course Title: Professionalism in Real Estate – Real Estate Ethics and Professional Standards **Approved**  
Credit Hours: 3  
Course Title: New Agency Law **Approved**  
Credit Hours: 3  
Course Title: Sales Core Course **Approved**  
Credit Hours: 3  
Course Title: Treating the Real Estate Business as a Business **Approved**  
Credit Hours: 3  
Course Title: Practitioner's Overview of the Statewide Agreement of Sale **Approved**  
Credit Hours: 3  
Course Title: Broker Core Course **Approved**  
Credit Hours: 6  
Course Title: Perfecting Your Listing Presentation **Approved**  
Credit Hours: 3

A motion was made by Mr. Tims, seconded by Ms. Brannock, to recommend to the Real Estate Commission approval/denial of the following items as noted below. Motion unanimously carried.

Leonard Goldberger **Approved**

Continuing Education: Professional Enhancement: Law of Distressed Real Estate  
Broker's Course: Legal and Governmental Aspects of Real Estate

Maruf Shiblee **Approved**

Continuing Education: Professional Enhancement: Argus Valuation DCF Software

James Vesey **Denied – Does not meet requirements for approval**

Continuing Education: Salesperson Core Course

Broker's Course: Valuing Real Property

Michael Morton **Approved**

Continuing Education: Legislative Update/ Professional Enhancement: Landlord  
Tenant Code/Collection Law for Agents/Manufactured Home Law/Fair Housing  
Law/Disclosure

Pre-Licensing: Real Estate Sales/Real Estate Law

Broker's Course: Real Estate Documents/Legal and Governmental Aspects of Real Estate/Ethics

Charles Cosgrove **Approved**

Continuing Education: Professional Enhancement: Agency/Ethics/Short Sales/Contracts &  
Forms/Market Analysis

Dominic Cardone **Approved**

Continuing Education: Professional Enhancement: Ethics/Green Designation/Residential Elective  
Green Designation

Anne Matyjasik **Approved**

Continuing Education: Professional Enhancement: Ethics in Today's Real Estate World/Flips,  
Frauds, & Foreclosures

Patricia Moyer **Approved**

Continuing Education: Professional Enhancement: Green Designation/Green Residential/Ethics in  
Today's Real Estate World/ABR Designation/SRES Designation

Michael Perry **Approved**

Continuing Education: Professional Enhancement: Basics in Real Estate Investment/ABR/GRI

Paula Tansey **Approved**

Continuing Education: Professional Enhancement: Forms/Title Issues/Law & Legal  
Issues/Ethics/Green/ABR/SRES/Buyer and Seller Representation

J. Michael Crosby **Approved**

Continuing Education: Professional Enhancement: Fair Housing/Retiree Active Adult/Second  
Home Resort Buyer/What Buyers Want/Valuing Residential Properties

#### Review Student Requests for Approval of Educational Activity

There were no student requests for review.

#### Review Dick Brogan's Request to be Appointed to the Education Committee to Fill the Kent County Professional Member Vacancy

The Committee reviewed a letter from Dick Brogan in which he requested to be appointed to the Education Committee as a Kent County professional member. The Education Committee tabled this item until a resume is received for Mr. Brogan.

#### Correspondence

There was no correspondence for review.

**Other Business Before the Committee** (for discussion only)

Mr. McGavisk advised the Committee that he is going to email them the statute revisions that the Real Estate Commission has been working on. He would like for the Committee to review them and provide feedback. Mr. McGavisk is particularly interested in feedback regarding the section that deals with CMAs.

**Public Comment**

There was no public comment.

**Next Scheduled Meeting**

The next meeting will be held on Thursday, December 3, 2009 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

**Adjournment**

There being no further business, Ms. Hamilton made a motion, seconded by Ms. Mitchell, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:46 a.m.

Respectfully submitted,



Shauna Slaughter  
Administrative Specialist II